

Message Text

UNCLASSIFIED

PAGE 01 ADDIS 01637 112026Z

43/53

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 CIAE-00 INR-07 NSAE-00 CAB-05

DOT-00 XMB-04 AID-05 /035 W

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P 100859Z FEB 76 CORRECTED COPY FOR MCN

FM AMEMBASSY ADDIS ABABA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 8081

UNCLAS ADDIS ABABA 1637

E.O. 11652: N/A

TAGS: BEXP EAIR ET

SUBJECT: ETHIOPIAN AIRLINES INTEREST IN PURCHASING C-130 AIRCRAFT

1. ETHIOPIAN AIRLINES (EAL) OFFICIAL CONTACTED COMMERCIAL ATTACHE AND EXPRESSED INTEREST IN PURCHASING THREE C-130 HERECULES AIRCRAFT. GETACHEW TENNA, EAL MANAGER OF TECHNICALHPROIUREMENT, SAID AIRLINE IS INTERESTED IN BUYING THREE USED C-130S FOR CIVILIAN CARGO PURPOSES. EAL OFFICIAL EMPHASIZED HE WAS INTERESTED IN DEALING DIRECTLY WITH US AIRLINES OR LARGE AIRCRAFT FIRMS. HE EXPRESSED DESIRE TO "CUT OUT EXCESSIVE MIDDLEMEN AND AGENTS" TO HELD DOWN PRICE.

2. REQUEST COMMERCE PROVIDE LIST OF POSSIBLE US SUPPLIERS INTERESTED IN SELLING C-130 H AIRCRAFT TO EAL. LOCKHEED, THE C-130 MANUFACTURER, MAY BE ABLE TO PROVIDE ASSISTANCE IN LOCATING USED AIRCRAFT. IF NO USED AIRCRAFT ARE AVAILABLE, PRESUME THAT LOCKHEED WOULD BE INTERESTED IN DISCUSSING SALE OF NEW AIRCRAFT TO EAL. PLEASE REPLY BY PRIORITY CABLE.
HUMMEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: GOVERNMENT PROCUREMENT, AIRLINES, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 10 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976ADDIS01637
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760052-0431
From: ADDIS ABABA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760266/aaaacfls.tel
Line Count: 47
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 08 SEP 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 SEP 2004 by meiwc>; APPROVED <08 SEP 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ETHIOPIAN AIRLINES INTEREST IN PURCHASING C-130 AIRCRAFT
TAGS: BEXP, EAIR, ET
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006